



William C Herdman

William C Herdman has more than 37 years of industry and lean implementation experience. Mr. Herdman has held a variety of leadership positions in Operations at Pratt & Whitney. His experiences in Continuous Improvement include; OEM Manufacturing, Aftermarket, Spares, and for the last 10-years Procurement for both internal operations and the supply base. His Procurement experience gave him visibility to both the best and worst practices at both UTC and at his current position as Global Lean Business Process Manager at a leading Helicopter repair company. Mr. Herdman has also been professionally trained in effective teaching and facilitating methods and was been selected to deliver training to UTC Executive Leadership team and Board of Directors.

Examples of some of his accomplishments include:

- Worked within a cross functional supply chain structure in support of strategic sourcing and the delivery quality parts on time at target cost.
- Instrumental in the development of purchasing standard work, bringing 5 purchasing organizations together to agree on one method.
- Part of the team that develop an effective on-time order placement KPI driving the input side of on-time delivery.
- Built a team of Continuous Improvement specialists responsible for supplier performance improvement in support of \$1.5 billion in supply chain spend via the UTC Supplier Gold initiative. Results were attainment of the 2012 target of 70% of spend at Gold or Performing.
- As an ACE Manager, achieved ACE Gold in the Small Hardware Parts Center and ACE Silver in the International Parts Center.
- Achieved ACE Practitioner and Nominated ACE Master.
- Oversaw the development and implementation of a comprehensive six pack training session for Procurement professionals and suppliers. Over one thousand trained in the six pack methodologies focused on operations management basics such as capacity planning, bottleneck exploitation and WIP tracking, etc.
- Designed Delivery & Quality Clinic workshop criteria and training materials focused building a self-reliant supply base in quality and delivery improvement.

William's extensive process experience in both procurement and manufacturing gives him an excellent basis to help any business succeed. His ability to effectively transfer knowledge and facilitate for results are proven in both classroom and consulting venues.

Mr. Herdman earned a Bachelor of Science degree in Management from Albertus Magnus College and a Master of Science in Quality Systems Management from The National Graduate School.